

Message Text

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12

ORIGIN EA-14

INFO OCT-01 ADP-00 PM-09 AID-20 IGA-02 CIAE-00 INR-10

NSAE-00 RSC-01 DODE-00 EB-11 COME-00 TRSE-00 /068 R

DRAFTED BY EA/ IMS: WBGRANT: LRR

4/3/73 EXT 23590

APPROVED BY EA - ARTHUR W. HUMMEL

PM/ MAS - MR. COONY

PM/ MC - MR. MITHOEFER

EA/ IMS - MR. HEAVNER

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R 040025 Z APR 73

FM SECSTATE WASHDC

TO AMEMBASSY JAKARTA

AMEMBASSY KUALA LUMPUR

AMEMBASSY SINGAPORE

C O N F I D E N T I A L STATE 061761

E. O. 11652: GDS

TAGS: MASS, MY, ID, SN

SUBJ: MILITARY SALES: FORTHCOMING VISIT NORTHROP CORP.

SALES REP

1. CLYDE VOSS, SALES REP NORTHROP CORP, WILL BE VISITING KUALA LUMPUR, SINGAPORE, AND JAKARTA IN THAT ORDER DURING MAY. (HE ANTICIPATES BEING IN JAKARTA AROUND MAY 20 FOR FOUR DAY PERIOD.) PURPOSE OF TRIP IS TO EXPLORE POSSIBLE FUTURE SALES OF F-5 E WITH EMBASSIES AND, IF THEY CONSIDER IT APPROPRIATE, PROVIDE UNCLASSIFIED BRIEFINGS TO HOST GOVERNMENTS. (PRESUMABLY THIS WOULD NOT INCLUDE TECHNICAL DATA AS DEFINED IN SECTION 125.01 OF THE ITAR (SEE 10 FAM 180) WHICH WOULD REQUIRE MUNITIONS CONTROL CLEARANCE.)

2. DURING CALL ON EA/ IMS, DEPTOFF SUGGESTED VOSS EXPLORE WITH EMBASSY KUALA LUMPUR POSSIBLE GOM INTEREST IN ACQUIRING SECOND SQUADRON F-5 ES SOMETIME NEXT FEW YEARS. WITH RESPECT TO SINGAPORE, DEPTOFF SAID IT MIGHT BE WORTH ENDEAVORING INTEREST GOS IN MERITS OF F-5 E WHICH DEPART-
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MENT CONSIDERS MORE APPROPRIATE AIRCRAFT FOR SINGAPORE TO ACQUIRE THAN MORE SOPHISTICATED MODELS IN WHICH GOS HAS DISPLAYED INTEREST. RE VISITS TO KUALA LUMPUR AND SINGAPORE, DEPTOFF URGED VOSS TOUCH BASE WITH EMBASSIES PRIOR TO ARRANGING CONTACTS WITH HOST GOVERNMENTS.

3. RE JAKARTA VISIT DEPTOFF OBSERVED THAT IN VIEW GOI DEBT BURDEN, DEVELOPMENT NEEDS, AND FIRM GOI POLICY KEEP DOWN MILITARY EXPENDITURES, DEPARTMENT DOES NOT ENCOURAGE NORTHROP TO PUSH FOR SALES F-5 E AT ANYTIME IN NEAR FUTURE. DEPTOFF SAID VOSS SHOULD DISCUSS NORTHROP INTEREST IN INDONESIA WITH AMBASSADOR AND/ OR DCM AND AIR ATTACHE AND BE GUIDED BY THEIR VIEWS RE ANY BRIEFINGS FOR GOI OFFICIALS. RUSH

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*** Current Classification *** CONFIDENTIAL

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